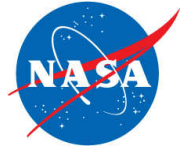


Pursuing Opportunities at JPL

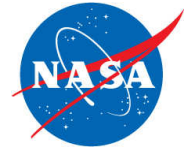
Andre Stefanovich
Manager, Flight Project & Program
Subcontracts Section
Jet Propulsion Laboratory

10th Annual NASA/JPL
Space Science Symposium
Hilton Old Town, Alexandria, VA
June 4, 2007



Agenda

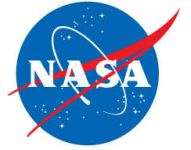
- Overview of the Jet Propulsion Laboratory
- Business Development Techniques
- Identifying Opportunities
- Proposal Reminders



Institutional Background

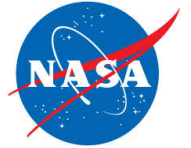
- U. S. government (NASA)-owned “Federally-Funded Research and Development Center” (FFRDC)
- University (Caltech)-operated
- \$1.5 billion business base
- 5000 employees and contractors
- 177 acres
- 134 buildings and 57 trailers
- 670,000 net square feet of office space
- 860,000 net square feet of non-office space (e.g., labs)





How JPL Fits into the NASA Family

- One of ten NASA Centers
- Operating Division of Caltech
- Lead Center for robotic exploration of the Solar System
- Business base of \$1.5B with contracts issued for approximately \$800M



NASA Centers

Aeronautics

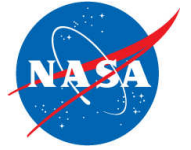
Dryden Flight Research Center
Glenn Research Center
Kennedy Space Center
Langley Research Center

Lancaster, CA
Cleveland, OH
Orlando, FL
Hampton, VA

Exploration

Johnson Space Center
Marshall Space Flight Center
Stennis Space Center

Houston, TX
Huntsville, AL
Stennis, MS



NASA Centers

Science

Ames Research Center

Goddard Space Flight Center

Jet Propulsion Laboratory

Moffet Field, CA

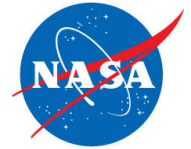
Greenbelt, MD

Pasadena, CA

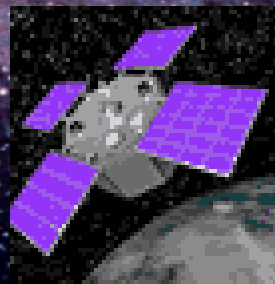
Headquarters

Washington, DC

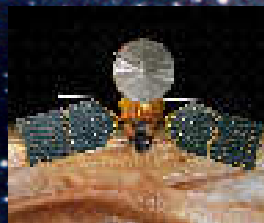
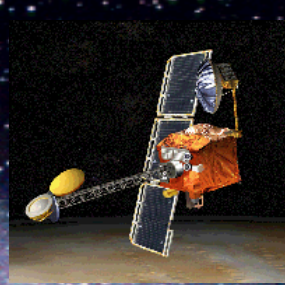
Seventeen spacecraft and five instruments across the solar system (and beyond).



Spitzer studying stars and galaxies in the infrared



Ulysses and ACRIMSAT studying the sun



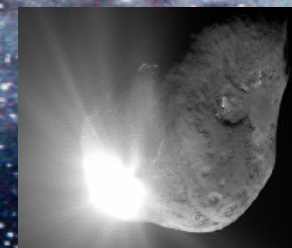
Mars Odyssey and Mars Reconnaissance Orbiter in orbit, and rovers "Spirit" and "Opportunity" in extended missions.



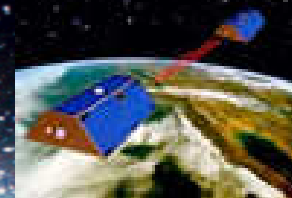
Cassini studying Saturn



Stardust carrier continuing after sample return



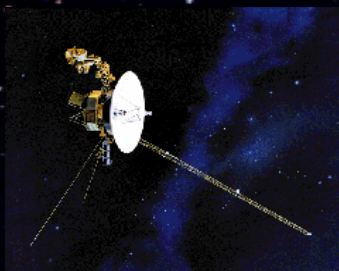
Deep Impact carrier continuing after hitting comet Tempel 1



QuikSat, Jason 1, CloudSat, and GRACE (plus ASTER, MISR, AIRS, MLS and TES instruments) monitoring Earth.

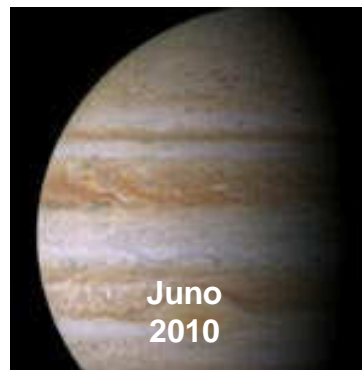
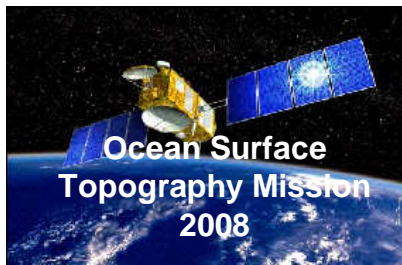
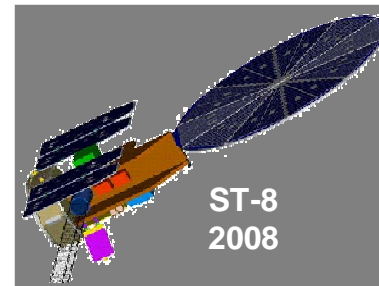
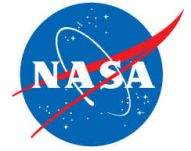


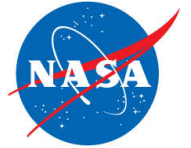
GALEX surveying galaxies in the ultraviolet



Two Voyagers on an interstellar mission

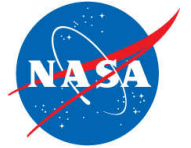
Looking ahead: Missions under development





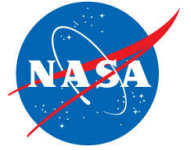
JPL's Organizational Structure

- Matrix organization with Engineering Organization supporting Programs and Projects
- Majority of personnel reside in “Engineering Organization” working in disciplines ranging software development to mechanical fabrication
- Complete complement of support organizations including Acquisition



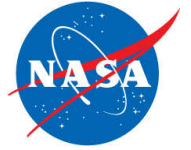
JPL Acquisition Division

- Responsible for all subcontract and purchase order commitments
- Responsibilities divided among
 - Commodity Purchasing
 - Service and Institutional Support Subcontracts
 - Flight, Project & Program Subcontracts
 - University Subcontracts
 - Acquisition Planning & Compliance
 - Business Opportunities Office
 - Project Acquisition Management
- <http://acquisition.jpl.nasa.gov/default.htm>



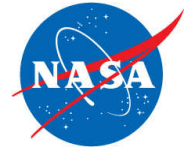
What Does JPL Buy?

- Commodities of all types
- Computer hardware, software, and IT systems
- Test equipment and tools
- Chemicals and lab supplies
- Building supplies
- Services
- Consultants
- Science Investigations



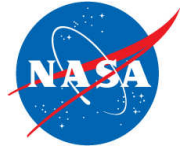
What Does JPL Buy? (Cont.)

- Subcontracted support services
- Construction and facilities management
- Technology and application programs
- Research and development studies
- Instruments
- Spacecraft systems



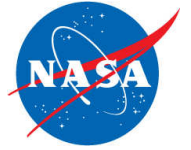
Business Development Techniques

- Register in appropriate databases
 - Remember the SBA Pro-Net is integrated now with the Central Contractor Registration database
- Do your research
 - Review company websites for opportunities
- Join trade associations
- Utilize SBA Resources and Programs
- Contact Business Opportunity Offices
- Request to be on source lists
- Keep attending networking functions



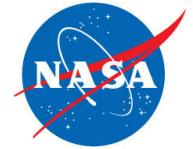
Marketing to Primes

- Do your homework
 - Know what the Prime contractors do
 - What products or services do they need?
 - Determine how you can specifically support them
 - Do they have subcontractors in place that you could sub to?
- Market to your capabilities
- Promote your small business status



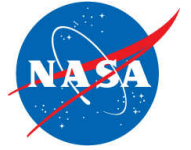
Large Prime Subcontracting Plans

- Government requires small business subcontracting plans for subcontracts in excess of \$550,000 for goods/services or \$1,000,000 for construction
- Plans identify products and/or services to be subcontracted and type of business used
- Keep in contact with large primes to help satisfy this requirement



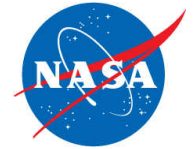
Identification of Opportunities

- NASA Acquisition Internet System (NAIS)
(<http://procurement.nasa.gov>)
 - Provides insight into NASA Center Procurement Activity
 - NASA Acquisition Forecast
 - Business Opportunities
 - Links to other procurement sites such as:
 - FedBizOpps
 - SBA
 - Acquisition Central



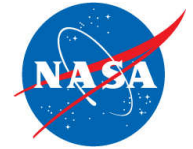
JPL Specific Websites

- JPL Home Page
 - <http://www.jpl.nasa.gov/>
- JPL Acquisition Division
 - <http://www.acquisition.jpl.nasa.gov/default.htm>
- JPL Business Opportunities Office
 - <http://acquisition.jpl.nasa.gov/boo>
- JPL Terms and Conditions
 - <http://acquisition.jpl.nasa.gov/e2000.htm>



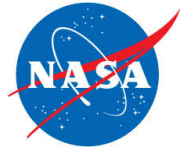
Sample JPL Requirements

- Mechanical Engineering Support Services
 - See FedBizOpps website
- Power Transmission Assessment Study for Lunar Surface Exploration Mission
 - See NAIS website
- Ground Data Systems development to support deep space missions
 - See NAIS website



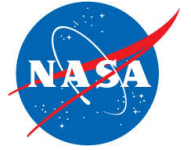
Proposal Reminders

- Address all mandatory qualification criteria
- Meet all solicitation requirements
 - Closing date and time
 - Number of copies
 - Adhere to format requests
 - Include all requested items/forms
 - Address all solicitation requirements (management, technical, cost, past performance)
- Don't take direction from those without authority



- **Responsibility Issues**

- Have a satisfactory past performance record
- Have the necessary capabilities, experience and skill
- Have adequate financial resources or the ability to obtain them
- Have the infrastructure to perform the job
- Once you win the job make sure you are on the same page as the Procurement Officer
- Keep in touch with the Procurement Officer



Thank You!

Questions - Comments